

## Capitol Hill Visits Meeting Guide and Talking Points

### Team Meetings

The team leader will have meeting schedules distributed to them. If you are the team leader, a schedule should have been given to you. If you are able, meet with your group before attending the rally and review this document. If not, take a few minutes before your meetings and review this document so that you can decide who will speak, when they will speak, and what to say.

### What do I say?

- Thank them for supporting early childhood programs. Introduce yourself and your group (Team Leader) and thank the staff for taking the time to meet with the group.
- If you've never spoken with the staffer before, ask "How familiar are you with Head Start?" and if necessary give them a very brief introduction to **Head Start**, your program and what you do in their district. Tell them you'd be delighted if they would visit the next time they are in the area.
- Next, **tell your story!** Tell them about your program and the impact your program has on children and families in your community. (*Data + Stories = Winning Combination*)
- Finally, make **"The Ask,"** and ask them if they have any questions for you.

### Key Talking Points

#### **What is Head Start**

- Head Start is our nations commitment to ensuring that all children, regardless of circumstances at birth, have an opportunity to achieve success in school and in life.
- We are a local early childhood program that adapts an evidence-based model of support for the whole child and the whole family for the most at-risk children and their families.
- We provide (and connect) different services to address the issues our children and families face.
- For example, we work to ensure our children have access to a doctor and a dentist. We work to ensure that parents understand the healthy development of their children so they can support them at home too. We make sure that families have access to mental health care and that parents can accomplish their own goals – like finishing school, getting a better job or treating addiction.



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- We believe that local organizations, like ours, are uniquely positioned to understand our communities and tailor the Head Start model to meet the unique needs of each child and their family.

**Tell Your Story** – Tell them about Head Start in your community and why you believe in the program.

### **The Ask**

Before we leave, we would like to ask you three things:

1. We ask that *[elected officials name]* help us to address *[whatever needs/concerns in your community]* You may need to ask for a meeting specifically to address this need. If you do not have concerns, move onto #2.
2. We ask that *[elected officials name]* continue to make Head Start a priority, especially when FY20 funding decisions are made.
3. As much fun as it is to talk about Head Start, it is much better to witness children learning and families growing. Could you help us have *[elected officials name]* come and read/play with the children in the coming months?